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EEB/EPPD NANCY SMITH-NISSLEY, WHA SGARRO

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TAGS: [AMGT](#) [BEXP](#) [ECON](#) [ELAB](#) [ETRD](#) [KSEP](#) [SENV](#)
SUBJECT: DUE DILIGENCE ON NOMINEES FOR THE 2009 AWARD FOR
CORPORATE EXCELLENCE, DISCOVERY WORKS, SAINT VINCENT
NOMINATION

REF: STATE 78538

1. (U) This is the Embassy Bridgetown response to due diligence concerning ACE Nominee Discovery Works, based in Saint Vincent. Answers are keyed to reftel questions. Septel addresses questions regarding our other nominee, Monroe College in St. Lucia.

2. (SBU) Responses to requested information:

A) Are there possible negatives or risks of U.S. embarrassment that could result from the potential selection of your post's nominee?

No.

B) Do you have any information concerning job creation in the United States resulting from the operations of the company you nominated?

The company provides back office support for the legal community in the U.S. It employs 120 people in Saint Vincent, and 50 people in the headquarters in Philadelphia, PA.

C) What is your assessment of the company's trade and investment activities with regard to helping stimulate economic growth in the U.S. and increasing American exports (what is the U.S. content of its products)?

Discovery Works is an exporter of services. As a U.S.-based company supplying Back-Office Support Services to U.S. firms, the output of the company should be considered 100 percent U.S. content. In addition, the company imports all of its computers, software and other IT equipment that they need to do their work from U.S. sources.

D) What is the state of labor conditions in the company's facilities and are workers unionized?

Workers are paid above the local wage and have not unionized. All employees receive vacation, personal and sick days and incentive payments depending upon productivity.

E) Are you aware of any litigation pending in local courts involving the company?

No.

F) Please confirm that the Chief of Mission and others involved in the nominating process do not hold shares of stock or have other financial interests in the company.

No persons involved in the nominating process have any financial interests in the company.

HARDT